



COMPTROLLER GENERAL OF THE UNITED STATES
WASHINGTON, D C 20548

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SEPTEMBER 5, 1984

B-215981

To the President of the Senate and the
Speaker of the House of Representatives

Subject: Review of the United States Capitol Historical
Society's Financial Statements for the
Years Ended January 31, 1983 and 1982 (GAO/
AFMD-84-66)

This report summarizes the results of our review of the audit of the United States Capitol Historical Society's financial statements for the years ended January 31, 1983 and 1982. The Society was established as a nonprofit corporation in 1962 to enhance the public's understanding of the symbolism, growth, and significance of the United States Capitol. Under the direction of the Architect of the Capitol, the Society operates the Capitol Visitors' Center through which it sells books, calendars, and other memorabilia. The Society had revenue of \$600,000 for fiscal year 1983, and assets of \$2.4 million at January 31, 1983.

The Society retained G.P. Graham & Company, certified public accountants (CPAs), to audit its 1983 and 1982 financial statements. In the opinion of the CPAs, the Society's financial statements present fairly its financial position at January 31, 1983 and 1982, and the results of its operations for the years then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

We are required by 40 U.S.C. 193m-1 to audit the accounts of the Society for each year it conducts its activities. To provide a reasonable and cost effective means of assuring the Congress that the Society's financial position and results of operations are audited and reported on, we reviewed the workpapers and audit report prepared by the Society's CPAs. Our review was directed toward determining the extent to which we could rely on the work and report of the Society's CPAs. We performed such tests of the CPAs' workpapers and audit report, and such other auditing procedures as we considered necessary in the circumstances to ensure that:

- The Society's financial statements were prepared in accordance with generally accepted accounting principles.
- The audit was made in accordance with generally accepted auditing standards.

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--The CPAs established the necessary policies and procedures to comply with other applicable professional standards.

--The Society complied with the provisions of laws and regulations governing its operations.

During our review of the CPAs' workpapers and audit report, no significant problems came to our attention indicating that the CPAs' opinion on the Society's 1983 and 1982 financial statements or the auditing standards used were inappropriate.

Pursuant to a contract with the Architect of the Capitol, the Society in operating its visitor center in the Capitol Building is furnished, without charge, certain benefits and services--such as sales and storage space, utilities, and ordinary building repairs and maintenance. Accordingly, these items are not included in the Statement of Revenue and Expense and Fund Balance. We therefore concur with, and transmit to the Congress, the CPAs' opinion on the Society's 1983 and 1982 financial statements (encl. I).

for Henry Eschwege
Comptroller General
of the United States

Enclosure

UNITED STATES CAPITOL HISTORICAL SOCIETY
AUDITED FINANCIAL STATEMENTS
FOR THE YEARS ENDED JANUARY 31, 1983 AND 1982

CONTENTS

<u>Exhibit</u>		<u>Pages</u>
	Auditors' Opinion	2
	Financial Statements	
"A"	Statement of Financial Position January 31, 1983 and 1982	3
	<u>Schedule A-1</u> General Fund Schedule of Investments	4
	<u>Schedule A-2</u> History Endowment Schedule of Investments	5
"B"	Statement of Revenue and Expenses and Fund Balances for the Years Ended January 31, 1983 and 1982	6
	<u>Schedule B-1</u> Schedule of Changes in Special Programs	7
"C"	Statement of Changes in Financial Position - General Fund for the Years Ended January 31, 1983 and 1982	8
	Notes to Financial Statements	9 - 12
	Supplementary Information	13
	<u>Schedule B-2</u> Analysis of Sales for the Years Ended January 31, 1983 and 1982	14
	<u>Schedule B-3</u> Analysis of Selling and Administrative Expenses for the Years Ended January 31, 1983 and 1982	15

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To the Board of Directors of
United States Capitol Historical Society

We have examined the statement of financial position of the United States Capitol Historical Society as of January 31, 1983 and 1982, and the related statements of revenue and expenses and fund balances, and changes in financial position of the general fund for the years then ended. Our examination was made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the aforementioned financial statements present fairly the financial position of United States Capitol Historical Society at January 31, 1983 and 1982 and the results of its operations for the years then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

G. P. Graham & Company
G. P. GRAHAM & COMPANY
Certified Public Accountants

September 12, 1983

UNITED STATES CAPITOL HISTORICAL SOCIETY

STATEMENT OF FINANCIAL POSITION

AS OF JANUARY 31, 1983 AND 1982

	January 31, 1983			January 31, 1982		
	General Fund	History Endowment Fund	Total Funds	General Fund	History Endowment Fund	Total Funds
ASSETS						
Current assets						
Cash in bank	\$ 98,112	\$ -	\$ 98,112	\$ 89,365	\$ -	\$ 89,365
Investments - At cost - Schedules A-1 and A-2						
Savings and NOW accounts	41,669	16,755	58,424	87,923	13,094	103,017
U. S. Treasury and Quasi-Government bonds	410,182	476,286	886,468	484,194	651,286	1,139,480
Commercial bonds, notes	55,051	400,101	455,152	109,051	25,000	125,051
Accounts receivable	30,726	24,657	55,383	60,394	28,510	88,904
Inventory - At cost	731,345	-	731,345	804,364	-	804,364
Prepaid expenses	88,900	-	88,900	21,800	-	21,800
Due to/from funds	(42,036)	42,036	-	(161,967)	161,967	-
Total current assets	\$1,413,949	\$959,835	\$2,373,784	\$1,497,124	\$879,357	\$2,376,481
Office furniture and equipment						
Less Accumulated depreciation						
\$23,948 and \$20,937	14,626	-	14,626	16,867	-	16,867
Other assets						
Library	2,771	-	2,771	2,698	-	2,698
Inventory reserve	3,197	-	3,197	3,197	-	3,197
Total assets	\$1,434,543	\$959,835	\$2,394,378	\$1,514,386	\$879,357	\$2,394,743
LIABILITIES AND FUND BALANCE						
Current liabilities						
Accounts payable	\$ 57,589	\$ -	\$ 57,589	\$ 34,043	\$ -	\$ 34,043
Accrued expenses	3,602	-	3,602	660	-	660
Accrued annual leave	18,845	-	18,845	23,787	-	23,787
Deferred receipts - Magna Carta	22,797	-	22,797	20,018	-	20,018
Total current liabilities	\$ 102,833	\$ -	\$ 102,833	\$ 78,508	\$ -	\$ 78,508
Contributions received for special programs						
Capitol sound and light	47,117	-	47,117	45,812	-	45,812
Allyn Cox Memorial	765	3,070	3,835	-	-	-
Mel Price Portrait	1,350	-	1,350	1,350	-	1,350
Art work (Capitol)	5,729	-	5,729	5,729	-	5,729
George White Portrait	1,250	-	1,250	1,250	-	1,250
Robert Byrd Portrait	10,168	-	10,168	10,168	-	10,168
John Dingell Portrait	5,510	-	5,510	5,510	-	5,510
Fund balance	1,259,321	956,765	2,216,086	1,364,559	879,357	2,243,916
Total liabilities and fund balance	\$1,434,543	\$959,835	\$2,394,378	\$1,514,386	\$879,357	\$2,394,743

See accompanying notes to financial statements.

Exhibit "A"

J. P. GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETYGENERAL FUND SCHEDULE OF INVESTMENTSAS OF JANUARY 31, 1983 AND 1982

	<u>January 31, 1983</u>		<u>January 31, 1982</u>	
	<u>Cost</u>	<u>Market Value</u>	<u>Cost</u>	<u>Market Value</u>
<u>U. S. Treasury and Quasi-Government Bonds</u>				
\$ 50,000 Federal National Mortgage Assn. 8.2% due 4/10/84	\$ 50,000	\$ 49,250	\$ 50,000	\$ 43,688
50,000 Federal National Mortgage Assn. 8.4% due 9/10/82	-	-	50,000	48,375
50,000 Twelve Federal Land Banks 8.0% due 10/20/82	-	-	50,000	47,845
50,000 Federal Home Loan Bank 8.25% due 11/26/82	-	-	50,000	47,670
300,000 Federal Home Loan Bank 9.0% due 2/25/83	288,195	299,813	288,194	283,410
75,000 U. S. Treasury Bills due 4/28/83	71,987	71,987	-	-
	<u>\$410,182</u>		<u>\$488,194</u>	
<u>U. S. Corporate Bond</u>				
\$100,000 Ford Motor Company, Inc. 13.375% due 3/23/82	-	-	100,051	100,000
55,000 Ford Motor Company, Inc. 8.75%, due 6/6/83	55,051	55,051	-	-
<u>Savings and Negotiable Order of Withdrawal Accounts</u>	<u>41,669</u>	<u>41,669</u>	<u>89,922</u>	<u>89,923</u>
Total general fund investments	<u>\$506,902</u>	<u>\$517,770</u>	<u>\$678,168</u>	<u>\$660,911</u>

See accompanying notes to financial statements.

Schedule A-1

G. P. GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETY
HISTORY ENDOWMENT SCHEDULE OF INVESTMENTS
AS OF JANUARY 31, 1983 AND 1982

		<u>January 31, 1983</u>		<u>January 31, 1982</u>	
		<u>Cost</u>	<u>Market Value</u>	<u>Cost</u>	<u>Market Value</u>
<u>U. S. Treasury and Quasi-Government Bonds</u>					
\$ 75,000	U. S. Treasury 7.875% due 5/15/86	\$ 76,316	\$ 70,664	\$ 76,316	\$ 60,330
25,000	U. S. Treasury 8.25% due 8/15/85	24,856	24,109	24,856	20,978
250,000	U. S. Treasury 16.0% due 11/15/84	250,114	275,000	250,114	258,275
25,000	Federal Home Loan Bank 8.25% due 11/26/82	-	-	25,000	23,835
50,000	Federal Home Loan Bank 9.15% due 5/25/82	-	-	50,000	49,220
50,000	Federal Home Loan Bank 10.8% due 3/25/85	50,000	50,875	50,000	45,063
50,000	Federal Home Loan Bank 11.9% due 3/25/82	-	-	50,000	49,905
25,000	Federal National Mortgage Assn. 8.4% due 9/10/82	-	-	25,000	24,188
25,000	Federal National Mortgage Assn. 8.75% due 4/11/83	25,000	24,961	25,000	23,485
25,000	Federal National Mortgage Assn. 8.8% due 10/10/85	25,000	24,219	25,000	21,000
25,000	Federal National Mortgage Assn. 8.5% due 9/12/83	25,000	24,938	25,000	22,703
25,000	Federal Farm Credit Bank 8.45% due 4/1/82	-	-	25,000	24,750
		<u>\$476,286</u>		<u>\$651,286</u>	
<u>U. S. Corporate Bonds</u>					
\$200,000	Ford Motor Company, Inc. 8.75% due 3/14/83	\$200,051	200,051	\$ -	-
175,000	Ford Motor Company, Inc. 9.0% due 6/1/83	175,050	175,050	-	-
25,000	Phillip Morris, Inc. 8.65% due 3/1/84	25,000	24,938	25,000	22,250
		<u>\$400,101</u>		<u>\$ 25,000</u>	
<u>Savings and Negotiable Order of Withdrawal Accounts</u>		<u>16,755</u>	<u>16,755</u>	<u>13,094</u>	<u>13,094</u>
Total history endowment investments		<u>\$893,142</u>	<u>\$911,560</u>	<u>\$689,380</u>	<u>\$659,076</u>

See accompanying notes to financial statements.

Schedule A-2

G P GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETY
STATEMENT OF REVENUE AND EXPENSES AND FUND BALANCES
FOR THE YEARS ENDED JANUARY 31, 1983 AND 1982

	General Fund				History Endowment Fund	
	General Operating	Special Programs	Total January 31, 1983	Total January 31, 1982	January 31, 1983	January 31, 1982
Revenue						
Sales (less discount \$4,362)	\$1,506,943	\$ -	\$1,506,943	\$1,536,464	\$ -	\$ -
Cost of merchandise sold	<u>1,000,818</u>	<u>-</u>	<u>1,000,818</u>	<u>1,023,076</u>	<u>-</u>	<u>-</u>
Gross profit from sales	\$ 506,125	\$ -	\$ 506,125	\$ 513,388	\$ -	\$ -
Other revenue						
Membership dues	9,839	-	9,839	8,953	-	-
Contributions - Current year	116	2,070	2,186	12,432	25	1,000
Income from investments	59,647	-	59,647	60,796	76,883	67,664
Royalty	22,741	-	22,741	10,997	-	-
Sundry	<u>1,414</u>	<u>-</u>	<u>1,414</u>	<u>10,215</u>	<u>-</u>	<u>-</u>
Total revenue	<u>\$ 599,882</u>	<u>\$ 2,070</u>	<u>\$ 601,952</u>	<u>\$ 616,781</u>	<u>\$ 76,908</u>	<u>\$ 68,664</u>
Expenses						
Selling and administrative	\$ 680,501	-	\$ 680,501	\$ 562,461	\$ -	\$ -
Oral history program	10,052	-	10,052	10,080	-	-
Contributions						
United States Capitol	3,000	-	3,000	-	-	-
Thornton Papers	13,067	-	13,067	-	-	-
Historical Research Fund	<u>-</u>	<u>-</u>	<u>-</u>	<u>3,000</u>	<u>-</u>	<u>-</u>
Total expenses	<u>\$ 706,620</u>	<u>\$ -</u>	<u>\$ 706,620</u>	<u>\$ 575,541</u>	<u>\$ -</u>	<u>\$ -</u>
Excess of revenue over expenses	\$ (106,738)	\$ 2,070	\$ (104,668)	\$ 41,240	\$ 76,908	\$ 68,664
Fund balances and special programs - February 1	<u>1,366,559</u>	<u>69,819</u>	<u>1,436,378</u>	<u>1,395,138</u>	<u>879,857</u>	<u>811,193</u>
Fund balances and special programs - January 31	<u>\$1,259,821</u>	<u>\$71,889</u>	<u>\$1,331,710</u>	<u>\$1,436,378</u>	<u>\$956,765</u>	<u>\$879,857</u>

See accompanying notes to financial statements.

Exhibit "B"

G P GRAHAM & COMPANY

UNITED STATES CAPITOL HISTORICAL SOCIETY
SCHEDULE OF CHANGES IN SPECIAL PROGRAMS
FOR THE YEARS ENDED JANUARY 31, 1983 AND 1982

	<u>January 31, 1983</u>							<u>January 31, 1982</u>	
	<u>Capitol Sound and Light</u>	<u>Mal Price Portrait</u>	<u>Art Work (Capitol)</u>	<u>George White Portrait</u>	<u>Robert Byrd Portrait</u>	<u>John Dingell Portrait</u>	<u>Allyn Cox Memorial</u>	<u>Total Programs</u>	<u>Total Programs</u>
Balance February 1,	\$45,812	\$1,350	\$5,729	\$1,250	\$10,168	\$5,510	\$ -	\$69,819	\$60,009
Contributions	<u>1,305</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>765</u>	<u>2,070</u>	<u>9,150</u>
Balance January 31,	<u>\$47,117</u>	<u>\$1,350</u>	<u>\$5,729</u>	<u>\$1,250</u>	<u>\$10,168</u>	<u>\$5,510</u>	<u>\$765</u>	<u>\$71,889</u>	<u>\$69,819</u>

See accompanying notes to financial statements.

Schedule 8-1

G. P. GRAHAM & COMPANY
 CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETY
STATEMENT OF CHANGES IN FINANCIAL POSITION - GENERAL FUND
FOR THE YEARS ENDED JANUARY 31, 1983 AND 1982

	<u>1983</u>	<u>1982</u>
Funds provided		
Excess of revenue over expenses for the year ended January 31,	\$(104,668)	\$ 41,240
Add: Expenses included not affecting working capital		
Depreciation	3,011	2,828
Working capital provided by operations	<u>\$(101,657)</u>	<u>\$ 44,068</u>
Funds applied		
Acquisition of equipment	\$ 769	\$ 3,245
Acquisition for additions to library	73	177
Transfer to inventory reserve	-	310
Working capital applied	<u>\$ 842</u>	<u>\$ 3,732</u>
Increase (decrease) in working capital	<u>\$(102,499)</u>	<u>\$ 40,336</u>
 <u>Analysis of changes in working capital</u>		
Increase (decrease) in current assets		
Cash	\$ 8,747	\$ 38,105
Investments	(171,265)	(297,843)
Accounts receivable	(29,668)	2,071
Inventory	(73,019)	425,359
Prepaid expenses	67,100	(2,481)
Due to/from funds	119,931	(161,967)
Decrease (increase) in current liabilities		
Accounts payable	(23,546)	34,292
Accrued expenses	(2,942)	(280)
Accrued annual leave	4,942	6,105
Deferred receipts - Magna Carta	(2,779)	(3,525)
Increase (decrease) in working capital	<u>\$(102,499)</u>	<u>\$ 40,336</u>

See accompanying notes to financial statements.

Exhibit "C"

G. F. GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETYNOTES TO FINANCIAL STATEMENTSJANUARY 31, 1983

Note A - Summary of significant accounting policies followed by United States Capitol Historical Society (USCHS)

1. Assets, liabilities, revenues and expenses are recognized on the accrual basis of accounting.
2. Marketable securities are stated at cost.
3. Inventories are stated at cost principally on the first-in, first-out basis.
4. Office furniture and equipment is stated at cost less accumulated depreciation computed on a straight line basis.
5. Contributions to specific funds are reflected as additions to fund balances. Expenditures of these funds are accumulated until the project is completed, at which time, the fund is charged with the cost of the project.

Note B - The United States Capitol Historical Society is a non-profit organization incorporated under the laws of the District of Columbia. The purposes of the Society include: to promote and encourage the understanding of the founding, growth and significance of the Capitol of the United States of America, to undertake research into the history of the Congress and the Capitol and to promote the discussion, publication and dissemination of the results of research.

Under the direction of the Architect of the Capitol, the Society operates the Capitol Visitors Center as authorized by Title III of Public Law 90-264. This agreement was entered into by contract dated January 1, 1981 and has been renewed through June 30, 1983, subject to termination without cause upon giving the other party sixty days written notice. At the end of this period, the Architect reserves the right to enter into a renewal agreement on terms mutually satisfactory to both parties.

Note C - Sales tax assessment

As stated in the previous year's audit report, the Society, through its attorneys, was able to have the case styled, District of Columbia v. United States Capitol Historical Society, Superior Court of the District of Columbia Civil Action No. 016006-81, dismissed without prejudice pending the outcome of the Federal Litigation of the same issues. In that case styled United States of America v. District of Columbia, United States District Court for the District of Columbia Civil Action No. 82-0923, the United States of America on behalf of the Society, through the Department of Justice, was able to obtain a summary judgment which held that the Society was

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NOTES TO FINANCIAL STATEMENTS (Cont.)JANUARY 31, 1983

and is an instrumentality of the United States and, therefore, was and is immune and exempt from any District of Columbia sales tax liability. The District of Columbia appealed from this adverse judgment to the United States Court of Appeals for the District of Columbia Circuit No. 82-2338.

On January 12, 1983, President Ronald Reagan signed into law, Pub.L. No. 97-447, 96 Stat. 2364 which states as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Act entitled "An Act to incorporate the United States Capitol Historical Society", approved October 20, 1978 (36 U.S.C. 1201 et seq.), is amended by adding at the end thereof the following new section.

"EXEMPTION FROM CERTAIN TAXES"

"Sec. 19. Notwithstanding section 105 of title 4, United States Code, or title 47, chapter 26 of the District of Columbia Code (1978), or any other provision of the District of Columbia Code, the Corporation shall not be required to pay, collect, or account for any tax specified in such sections applicable to taxable events occurring within the United States Capitol building and grounds on or after January 1, 1964". [Id.]

Therefore, the Circuit Court held that the above-quoted Act rendered the case moot, vacated the judgment below and remanded the case to the District court with instructions to dismiss the complaint, which was done upon a stipulation between counsel.

Lastly, under cover of July 28, 1983, the Director of the D. C. Department of Finance and Revenue, stated that all steps have been taken by his department to insure that all past and future tax liabilities of the Society were cancelled. Therefore, the D.C. Sales Tax issue mentioned in all prior audit reports has been completely resolved in favor of the Society.

Note D - Sound and Light - Bicentennial program

Officers of the USCHS report the following:

The project study authorized in H. J. Res. 736, authorized by Gerald Ford, Thomas O'Neil, and others passed unanimously by both Houses, signed by the President, for the creation and installation of a sound and light program at the United States Capitol, was completed during the year ended January 31, 1975. Studies revealed that the project was feasible and advisable. The Bill provides for the acceptance of a gift from the United States Capitol Historical Society to pay for installation, operation, and maintenance of

G. P. GRAHAM & COMPANY
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NOTES TO FINANCIAL STATEMENTS (Cont.)JANUARY 31, 1983

the show. The Bill provides further that the study recommendation must be approved by the USCHS, The Architect of the Capitol, the leaders of the House of Representatives, and the Commission on Arts and Antiquities of the U. S. Senate. The project has been endorsed by the USCHS, the Architect of the Capitol, and the leaders of the House of Representatives.

The USCHS Executive Committee approved in principal a four-phase plan for fund raising and promotional activities for the sound and light program. Phase one of the plan was implemented September 1, 1974, covering a nine month period: phase two of the plan was not implemented. Contributions received from solicitations for the sound and light program and/or the Bicentennial program are not segregated on the USCHS accounts. Plans for the raising of funds have been halted temporarily.

Note E - Magna Carta

Under agreements with the sponsor of the Magna Carta publication, receipts from sales are to be held to defray the cost of a second printing. Sales through January 31, 1983 amounted to \$22,797.

Note F - Allyn Cox Memorial

The Society's executive committee approved the setting aside of \$100,000 for the establishment of an Allyn Cox Memorial Fund; the income from which would be used for the maintenance of the Cox art and other art in the Capitol building, the acquisition of art for the Capitol and the creation of new art for the Capitol. Contributions to the fund through January 31, 1983 totaled \$3,835, of which, \$765 was deposited in the general fund and \$3,070 was deposited in the history endowment fund. The Society has not designated the investments to be set aside for the fund.

Note G - Bicentennial commemorative medal project

The United States Congress passed a bill in January 1978 which was signed by the President on February 15, 1978 providing for the striking of a national medal annually in commemoration of outstanding historic events and personalities from 1777 to 1789 era.

Note H - Leases

The United States Capitol Historical Society leases approximately 2,809 square feet of office space located in the V.F.W. Memorial Building, 200 Maryland Avenue, N. E., Washington, D.C. from the Veterans of Foreign Wars of the United States. The lease is for the period effective April 1, 1980 through March 31, 1983 and provides for a rental of \$27,810.00 for the 1982/83 year.

G. P. GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

NOTES TO FINANCIAL STATEMENTS (Cont.)JANUARY 31, 1983

Note I - Pension

The Society's pension plan provides for biweekly contributions of \$25 for each employee after one year of full time employment. The plan further provides for increments in biweekly contributions of \$5 for each additional three year period of employment through twenty-one years with a maximum biweekly contribution of \$55.

Note J - Discrimination case

In this case, the Charging Party, Leda F. Chanie, alleged that she was discriminated against by the Respondent, U. S. Capitol Historical Society, by terminating her because of her race, caucasian.

After an informal hearing and submissions of evidence by both sides, the EEOC has dismissed the above charge on the basis that no reasonable cause was found to believe that the allegations of the charge are true.

Although Ms. Chanie has a right to pursue this matter further by the filing of a private action in a United States District Court within 90 days of her receipt of the above-described notice and determination letter (i.e. estimated to be on or before February 13, 1984), it is the opinion of the Society's General Counsel that no competent lawyer will seriously entertain filing a lawsuit pro se, the likelihood of her prevailing on the merits is too remote to be seriously considered in light of the EEOC dismissal.

G. P. GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

We have reviewed the supplementary information submitted on the following pages 14 and 15 taken from the accounting records of the Society but which was not in our opinion necessary for a fair presentation of the financial position or results of operations. Our examination was intended primarily for the purpose of formulating an opinion on the financial statements taken as a whole and was not to enable us to express an opinion as to the fairness of the detailed supplementary information.

G. P. GRAMAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETYANALYSIS OF SALESFOR THE YEARS ENDED JANUARY 31, 1983 AND 1982

	<u>1983</u>	<u>1982</u>
Books		
We, the People - English edition	\$ 192,438	\$ 191,696
We, the People - Foreign edition	24,563	6,368
Our Nation's Capitol Coloring Book	16,003	15,259
Other	96,195	65,915
Calendars	720,261	689,029
Photographs, prints, slides and viewers	24,371	26,185
Postcards, folders and albums	82,293	117,867
Jewelry	40,509	37,800
Film, filmstrips, viewmasters and cameras	121,462	129,537
Medals and accessories	70,471	100,047
National medal program	83,823	95,197
Place mats	2,089	1,901
Others	36,827	63,280
Discounts	(4,362)	(3,617)
Net sales	<u>\$1,506,943</u>	<u>\$1,536,464</u>

Schedule B-2

G. P. GRAHAM & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

UNITED STATES CAPITOL HISTORICAL SOCIETY
ANALYSIS OF SELLING AND ADMINISTRATIVE EXPENSES
FOR THE YEARS ENDED JANUARY 31, 1983 AND 1982

	<u>1983</u>	<u>1982</u>
Salaries (35 employees)	\$379,749	\$332,558
Payroll taxes	26,879	24,116
Group and general insurance	15,479	11,967
Retirement	9,501	10,345
Postage and other mailings	11,420	9,547
Promotion	1,825	7,500
Membership	12,841	9,022
Office expense	26,513	22,497
Office rent	27,442	23,294
Storage	4,721	2,493
Professional services	79,336	53,348
Dues	-	435
Depreciation	3,011	2,828
Computer expense	4,654	1,500
Capitol studies	-	(1,555)
Sundry	11,235	3,500
Symposium	<u>65,895</u>	<u>49,066</u>
	<u>\$680,501</u>	<u>\$562,461</u>

Schedule B-3

G. P. GRAHAM & COMPANY
 CERTIFIED PUBLIC ACCOUNTANTS